

Message Text

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PAGE 01 THE HA 01650 291146Z
ACTION EUR-12

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USDOC FOR SIPS

E.O. 11652: N/A
TAGS: BEXP, NL
SUBJ: PRODUCT OPPORTUNITY-DUTCH GOVERNMENT CONSTRUCTION TENDERS

REF: A) 77 STATE 237841; B) 77 THE HAGUE 4945

1. THE DUTCH GOVERNMENT HAS RECENTLY ISSUED CALLS FOR BIDS ON FIVE MILITARY CONSTRUCTION PROJECTS: ICB 200, 201, 202, 204, AND 205. U.S. FIRMS LOCATED HERE ORDINARILY ARE NOT INTERESTED IN SUCH PROJECTS DUE TO THE INTENSE LOCAL COMPETITION. WE HAVE, HOWEVER, CANVASSED SEVERAL U.S. FIRMS HERE ABOUT THE FIVE PROJECTS AND AT LEAST ONE, AUSTIN NEDERLAND B.V., A SUBSIDIARY OF THE AUSTIN CO. OF CLEVELAND, OHIO, IS INTERESTED IN SUBMITTING BIDS.

2. OUR NATO ICB BIDDERS LIST, VOLUMES I AND II, OF SEPTEMBER 14, 1973, ONLY INCLUDES PRODUCT CODES 3573111 THRU 3662812 AND DOES NOT LIST CONSTRUCTION FIRMS WHICH ARE ELIGIBLE FOR NATO BIDDING. THE DUTCH MINISTRY OF DEFENSE IS, HOWEVER, REQUESTING THE EMBASSY TO CERTIFY WHETHER AUSTIN CO. IS NATO ELIGIBLE.

3. ACTION REQUESTED: PLEASE INFORM WHETHER THE AUSTIN CO. IS NATO ELIGIBLE. ALSO IS THERE A SEPARATE LIST OF VOLUME
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FOR NATO ELIGIBLE U.S. CONSTRUCTION FIRMS AND, IF SO, COULD WE RECEIVE TWO COPIES? WE WOULD APPRECIATE THIS INFORMATION ASAP IN ORDER TO CONTINUE OUR EFFORT TO GET U.S. CONSTRUCTION FIRMS INTERESTED IN BIDDING.

4. REF. A INFORMED THAT ICB BIDDERS LIST VOLUMES I AND II ARE STILL BEING UPDATED. HAS THIS UPDATE NOW BEEN COMPLETED?

ARE THERE ANY INTERIM SUPPLEMENTARY LISTS WHICH COULD BE PROVIDED?

5. AT PRESENT, INCOMING CABLES INFORMING OF ADDITIONS OF COMPANIES TO THE CONSOLIDATED LIST OF NATO ELIGIBLE COMPANIES DO NOT PROVIDE PRODUCT CODES FOR THE RESPECTIVE COMPANY. IS IT POSSIBLE TO HAVE THE U.S. FIRMS PROVIDE THESE IN THEIR APPLICATION TO USDOC SO THAT THE PRODUCT CODES COULD THEN BE INCLUDED IN THE CABLES TO POSTS? THIS PROCEDURE WOULD GREATLY ASSIST IN MAINTAINING UP-TO-DATE LISTS OF ELIGIBLE COMPANIES AND ENSURE THAT QUALIFIED COMPANIES FOR SPECIFIC PRODUCTS ARE ASKED TO BID. HAVE ANY LISTS BEEN COMPILED WHICH PROVIDE THE CORRECT PRODUCT CODES FOR FIRMS CERTIFIED NATO ELIGIBLE SINCE PUBLICATION OF VOLUMES I AND II IN 1973? IF SO, WE WOULD APPRECIATE RECEIVING TWO COPIES.
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